



Support Letters for Item 24

Cytasha Campa to: cr_board_clerk Clerk Recorder

11/04/2013 04:23 PM

History:

This message has been replied to.

Kindest regards,

Cytasha Campa

Board Secretary

Board of Supervisors

San Luis Obispo County

805-781-4335

----- Forwarded by Cytasha Campa/BOS/COSLO on 11/04/2013 04:23 PM -----

From: Michael Mesker/GenSrvcs/COSLO
To: Cytasha Campa/BOS/COSLO@Wings
Date: 11/04/2013 04:07 PM
Subject: AAARG! This is correct

I keep sending you the wrong one. This is the right one.



Mike Mesker FINAL 11.5.2013 Support Letters for Item 24.pdf
Supervising Administrative Clerk II
General Services Agency
phone: [805] 781.1138

"Delivering Excellence to Every Customer"

----- Forwarded by Michael Mesker/GenSrvcs/COSLO on 11/04/2013 04:06 PM -----

From: Michael Mesker/GenSrvcs/COSLO
To: Cytasha Campa/BOS/COSLO@Wings
Date: 11/04/2013 04:05 PM
Subject: Fw: Support Letters

Hi Cytasha,

Here is the CORRECT letter for posting. The one from the Pismo Chamber of Commerce (the first attachment) was incorrect and should not be posted.

[attachment "CORRECT 11.5.2013 Support Letter #2 for Item 24.pdf" deleted by Michael Mesker/GenSrvcs/COSLO]

Thank you,

Mike Mesker
Supervising Administrative Clerk II
General Services Agency
phone: [805] 781.1138

"Delivering Excellence to Every Customer"

----- Forwarded by Michael Mesker/GenSrvcs/COSLO on 11/04/2013 04:04 PM -----

From: Michael Mesker/GenSrvcs/COSLO
To: Cytasha Campa/BOS/COSLO@Wings
Date: 11/04/2013 03:56 PM
Subject: Support Letters

Hi Cytasha,

Janette asked that I send these two letters your way.

Thanks,

Mike Mesker
Supervising Administrative Clerk II
General Services Agency
phone: [805] 781.1138

"Delivering Excellence to Every Customer"[attachment "11.5.2013 Support Letters for Item 24.pdf" deleted by Michael Mesker/GenSrvcs/COSLO]
[attachment "11.5.2013 Support Letter #2 for Item 24.pdf" deleted by Michael Mesker/GenSrvcs/COSLO]

Letters of Support

San Luis Obispo County Regional Airport

Nov. 4, 2013

Gathered by
Economic Vitality Corporation
of San Luis Obispo County



CAL POLY

SAN LUIS OBISPO



October 31, 2013

Mr. Michael E. Manchak
President/CEO
Economic Vitality Corporation
735 Tank Farm Road, Suite 264
San Luis Obispo, CA 93401

OFFICE OF THE PRESIDENT

Dear Mike:

Cal Poly strongly supports efforts to secure a partnership with United Airlines to provide direct flights from San Luis Obispo to Denver. The convenience of increased flight service would be good not only for Cal Poly, but also for the entire Central Coast community.

The many connections Cal Poly has with people in the Denver area alone make the prospects of an SBP-DIA connection especially enticing. As home to a comprehensive polytechnic university with over 19,000 students and approximately 2,500 faculty and staff, additional flight options would be extremely beneficial. Cal Poly is one of the largest agricultural colleges in the West, and we consider Denver an important hub for travel related to agricultural academic issues. For example, one of our significant industry partners and one of the largest commercial food producers in the nation, Leprino Foods, is located in the Denver area. Leprino is helping to fund a unique master's program in dairy science at Cal Poly. That's just one example of many connections that are important to Cal Poly which would be enhanced by a new direct flight from San Luis Obispo to Denver. In addition, our student body includes just over 2,000 out-of-state students, and increased flight connectivity will benefit them and their families.

We are excited about the prospects of a direct flight becoming a reality and stand ready to execute a formal commitment with United Airlines as you have outlined in discussions with Cal Poly.

Thank you for your leadership on this issue, which is important to our region's overall economic vitality. If you have follow up questions, please feel free to contact me.

Sincerely,

Jeffrey D. Armstrong
President

cc: B. Anderson
J. Dunning
B. Tietje
J. Wellner



Ermina Karim, President/CEO

November 4, 2013

San Luis Obispo County Board of Supervisors
Room D-430, County Government Center
San Luis Obispo, CA 93408

Subject: Additional Flights at San Luis Obispo County Airport

Dear Board of Supervisors,

On behalf of the San Luis Obispo Chamber of Commerce, we wish to voice our support of the business community's efforts, led by the Economic Vitality Corporation of San Luis Obispo County, to retain more flights through San Luis Obispo County Airport.

For many years we have known that the lack of choice in destinations, frequency of flights and San Luis Obispo being a remote community makes airline travel particularly difficult for corporate and vacation travel. Business leaders throughout our County have shared their concerns of the impacts to their company's cost and employees' time with the lack of available connections. With tourism as a strong economic driver, the need to access our area easily is a high priority for vacationers as well.

We strongly support the EVC's efforts in moving forward the opportunities available with United Airlines to bring non-stop flights between San Luis Obispo and Denver, CO as a means to serve the needs of our eastbound business travelers. We encourage the Board of Supervisors to make the monetary investment necessary to bring these flights to our County to enhance our region's economic viability.

Sincerely,
Charlene Rosales
Director of Governmental Affairs

Cc: Mike Manchak, Economic Vitality Corporation


slochamber@slochamber.org

slochamber.org
visitslo.com

Agenda Item No: 24 • Meeting Date: November 5, 2013
Presented By: Board Secretary
Rec'd prior to the meeting & posted on: November 4, 2013

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October 25, 2013

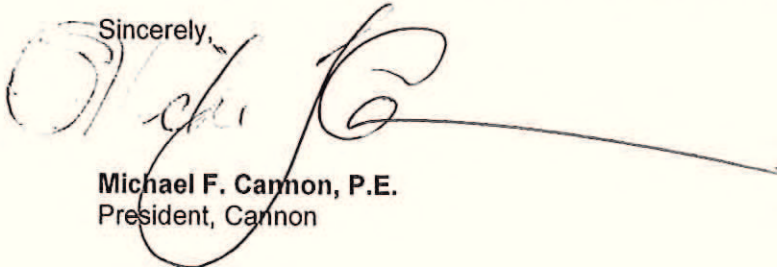
To Whom It May Concern:

The airport is a vital part of our community. Without it, our economic growth potential is limited. Companies want to locate here, but in order for them to mature here they need connections in and out of the community. We are constrained by only having flights to San Francisco, Los Angeles, and Phoenix. The community needs eastbound flights, as a minimum.

- **Currently our local airport lacks:**
 - Frequency of flights
 - Sufficient number of destinations
 - No direct eastbound flights
 - Statistics show that approximately 50% of air passengers use other airports
- **Lack of flights locally causes hardship on local businesses because:**
 - County's remoteness makes air travel vital
 - Remoteness is challenging for employees and customers to travel to and from area
 - Lack of flights, particularly eastbound, causes inconvenience for business travelers by having to start very early in order to take existing flights north or south first in order to travel east
- **Lack of flights causes hardship on the local economy because:**
 - An increasing number of thriving businesses in the county have more customers outside of the region thereby requiring more flights
 - Tourism is a major part of the county's economy which also requires more air travel
 - My organization is impacted by a lack of flights by posing challenges for our professionals who need to connect with clients, family and friends around the U.S.
 - The community has repeatedly demonstrated a strong message for the need for more flights.
 - Non-stop flights between Denver and San Luis Obispo would help my organization and the local economy in many ways.

Thank you for your consideration of this very important issue.

Sincerely,



Michael F. Cannon, P.E.
President, Cannon

October 30, 2013

To Whom It May Concern:

My name is Kristen Carrillo and I am the Director of Sales and Marketing for Armstrong Vineyards, Inc. DBA Epoch Estate Wines. We are a west Paso Robles winery and our owners, Bill and Liz Armstrong, live in Denver, CO. I am writing this letter in support of adding more flights to San Luis Obispo Airport, specifically a non-stop flight to/from Denver, CO.


On an annual basis, our company easily spends close to \$10,000 in airfare between Denver and the Central Coast. Of these flights, I would say that 85% go thru Santa Barbara Airport because a non-stop flight to/from Denver is offered. Employees would rather take the non-stop flight and drive the remainder than incorporating a lay-over into their air travel.

Aside from our employees, we have many vendors traveling to Paso Robles. We are currently building a winery and hospitality center and our architects and construction companies visit us monthly and fly into other airports. Construction will continue until Summer 2015 and a direct eastbound flight would tremendously help their travels. These are just our internal needs.

For Epoch, many of our members live in Colorado, Texas, and New York. We are fortunate that this group has the means to travel to visit us frequently. Many times, they will fly directly to Los Angeles or San Francisco and stay a night or two there. A direct flight would mean more time on the Central Coast and a positive benefit to local businesses.

All in all, we fully support adding more flights into the SLO Airport.

Thank you for your time and consideration,



Kristen Carrillo
Director of Sales and Marketing
Armstrong Vineyards, Inc. DBA Epoch Estate Wines

Templeton, CA 93465

kristen@epochwines.com



Mr. Michael E. Manchak
President/CEO
Economic Vitality Corporation
735 Tank Farm Road
Suite 264
San Luis Obispo, CA 93401

Dear Mike:

Zurn Wilkins is a Business Unit of Rexnord Corporation (RXN – NYSE) headquartered in Milwaukee, WI. We manufacture water control valves for plumbing, fire protection, irrigation, and municipal water works markets with a global sales and supply chain footprint. We employ 170 associates in Paso Robles, several of whom are frequent air travelers through SBP. A significant portion of the travel is to the upper Midwest and Northeast with no current direct eastbound access.

We also host several hundred visitors to our Paso Robles training facility annually – typically inbound through SBP. These guests are vital to our business growth, but are challenged by the current limited flight inventory and frequently choose the inconvenience of driving to the area from SJC or LAX.

I make at least two trips per month and alone have spent in excess of \$15K in calendar 2014 on air fares – most of it on US Air through PHX.

We would definitely support Denver as a very attractive option to the right angles of SFO (which we try to avoid due to weather delays) and LAX, as well as heavily impacted PHX.

Sincerely,

A handwritten signature in blue ink, appearing to read "Chris Connors", written over a light blue horizontal line.

Christopher Connors
Vice President and General Manager
Zurn Wilkins



City of San Luis Obispo – City Council

29 October 2013

To Whom It May Concern:

I'm a second-term Member of the City Council of the City of San Luis Obispo, and I wish to add my voice in support of expanded flights from San Luis Obispo to Denver.

When I first launched my campaign for Council in 2008, the financial collapse that brought our nation to the brink of economic ruin had yet to occur – but even then we heard voices from some uninformed sources warning us that the San Luis Obispo Airport had already exceeded its reach. A few people who should have known better even suggested that scheduled service should be moved from San Luis Obispo to Paso Robles. I centered my campaign on the vital role of the airport to the economic development of the City of San Luis Obispo and to our surrounding region. In short, I've always been a proud supporter of our airport.

I'm proud to stand once again side-by-side with business and civic leaders from throughout San Luis Obispo in support of a request for scheduled airline service between San Luis Obispo and Denver, Colorado.

Although the City of San Luis Obispo cannot pledge our specific financial support for this service at this time, I am confident that our staff and our citizens will make effective use of this expanded service. Just to provide one example, I am planning to attend the Smart Growth Conference sponsored by the EPA and the Local Government Commission in Denver on February 13-15, 2014. I've attended several conferences by this team in the past in Charlotte, in Albuquerque, and in Los Angeles. The Denver location is a very logical place to host such a conference, given that city's reputation for progressive city planning. I'm aware that it would be unlikely under the best of circumstances that direct service between San Luis Obispo and Denver could be inaugurated by that date, but I know that when it is available, this service will be attractive to me and to my colleagues here at the City of San Luis Obispo.

Thank you for considering my views in this matter, and for giving positive consideration to the possibility of expanded airline service to this City's airport.

Sincerely,

John B. Ashbaugh
City Council, City of San Luis Obispo



October 30, 2013

To Whom It May Concern:

Visit San Luis Obispo County is very supportive of the efforts to bring the new Denver route to San Luis Obispo in partnership with the San Luis Obispo County Regional Airport, Economic Vitality Corporation, and San Luis Obispo County Air Transportation Alliance (SLOCATA). A recent survey conducted in our community has proven that a direct flight from San Luis Obispo to Denver is good for the airline business and good for the local business community.

The county tourism bureau business spends approximately \$5,000 in airline travel annually with up to three employees traveling. Denver is a major hub for business connecting San Luis Obispo County to national businesses. In addition, the tourism draw both to and from the Denver market is an untapped opportunity for San Luis Obispo County.

A new direct flight from San Luis Obispo to Denver will help not only Visit San Luis Obispo County and the county tourism bureau grow, but also the tourism industry as a whole. With tourism being one of the largest industries in San Luis Obispo County, we understand and truly believe in the potential economic impact this can bring to our industry and community.

Regards,

Stacie Jacob
Executive Director

From: Rich Zeilenga [mailto:rich@tacklewarehouse.com]

Sent: Wednesday, October 30, 2013 2:23 PM

To: Michael Manchak

Subject: Re: Here are some proposed talking points for the requested letter of support

Hello Mike,

I am heading out of the country but the proposal for the direct Denver flight has our full support.

--

Thank You,

Rich Zeilenga

COO

Tackle Warehouse

rich@tacklewarehouse.com



October 31, 2013

To Whom It May Concern:

Solterra Strategies, a lifestyle marketing and public relations agency based in San Luis Obispo County is very supportive of the efforts to bring the new Denver route to San Luis Obispo. The partnership with the San Luis Obispo County Regional Airport, Economic Vitality Corporation, San Luis Obispo County Air Transportation Alliance (SLOCATA) and Visit San Luis Obispo County creates a comprehensive countywide support between all players looking to meet the needs of the business community.

My business is new and growing. Our ability to connect with new clients and serve our current client mix relies heavily on access to new markets. A new direct flight to Denver opens up many new business opportunities for our company.

Solterra Strategies currently spends approximately \$5,000 in airline travel annually. We just doubled our employee base so this spend will grow. Denver is a major hub for business connecting San Luis Obispo County to national businesses.

The tourism draw both to and from the Denver market is an untapped opportunity for San Luis Obispo County, which benefits many of our wine and tourism based clients.

A new direct flight from San Luis Obispo to Denver will help my business grow and will have benefits for the wine and tourism industries, major industry drivers in our community. This flight will help small, local business and provide a positive economic impact for our community.

Regards,

Stacie Jacob

A handwritten signature in blue ink that reads "Stacie Jacob".

Chief Strategist

From: Shawn Howell [mailto:Shawn@promarketadvisors.com]

Sent: Tuesday, October 29, 2013 6:41 PM

To: Michael Manchak

Subject: Re: Here are some proposed talking points for the requested letter of support

To the decision makers regarding the expansion of flights from/to SBP:

My name is Shawn Howell. I own an investment education and consulting business (Pro Market Advisors). I grew up in Arroyo Grande but left for college and then to start my career in the financial world which moved me to San Francisco, Tokyo, Denver and Dallas. After a decade plus with several of the largest financial firms and racking up over a million flight miles, I started my own consulting firm in 2008. This transition allowed my wife and I to return to our roots here on the Central Coast to raise our children. We have lived in Arroyo Grande since 2010. My business provides consulting and investment workshops live and online to several Wall Street firms and exchanges such as: Etrade, NYSE, Chicago Board Options Exchange, The NASDAQ, The Options Industry Council and Bank of Nova Scotia's iTrade unit. A fair portion of my travel is within the state of California (via car & train) but much of it is in my client's major markets to the East of SLO. In any one year I will take at least two trips to EACH of the following markets:

New York City, Boston, Washington DC, Philadelphia, Charlotte, Atlanta, Tampa, Miami, Orlando, Houston, Dallas, Chicago, Denver, Phoenix, Las Vegas, Minneapolis, Detroit, Toronto, Calgary, Ottawa, Vancouver, Seattle, Portland

In any one year I will have at least 23 air trips with an average ticket price of \$450. Ideally I would be able to fly out of SBP on my preferred airline (United) in the early AM with jet service East, connect with a flight in Denver (catch a drink and snack at the United Club) and on to my final destinations before rush hour. On the return I would ideally like to leave from any East Coast destination around 7:00 PM getting into SBP around midnight. However, due to the connections offered in SFO and LAX I often arrive at my destination very late or worse yet, forced into a red eye flight (to BOS for example). Since the latest I can usually get out of an East Coast airport is 5:30 PM (EWR for example) I am often forced to stay another night at a hotel which adds considerably to my costs. What I have been doing instead of utilizing the other airports that allow more flexibility in my schedule. I frequently drive to SBA, SMX, SJC to take flights better suited to my schedule. I might not save on airfare but I do save on hotels and I get home to my family sooner. As a result of splitting up my airports I also split up the airlines I use flying: UA, DAL, AA and US Air. (never Southwest EVER!). I have had top tier status with UA, DAL and AA over the past 10 years. Since I own my own business I keep track of my travel expenses. On average I spend \$15K per year on air travel alone not including personal travel (another \$5K). I would gladly spend \$100 more on an airplane ticket if I can avoid another \$400 hotel night. A direct flight to a major hub like Denver would be very helpful to my planning and would allow me to concentrate all my flights to SBP and United. It would also be safer. There are times when I get into SBA after a cross country flight from Newark around midnight and still need to drive the 70 minutes home. This is dangerous because I'm usually exhausted from speaking all day and my body clock is ahead by three hours and it's difficult to stay away around Los Olivos. Flying into SBP even after midnight is safer because I have several options. I can take a cab, my wife, brother, father, mother or friend can come get me and I'm home in my own bed 15 minutes later. I also avoid \$10/day parking and \$4/gallon gas. The way I see it, I will spend less overall if SBP has a direct flight to Denver due to fewer hotel nights, lower personal car miles, fewer airport parking fees etc. I will spend more purchasing United tickets out of SBP but the overall cost savings and convenience will outweigh the additional cost per ticket out of SBP.

I know my experience is not unique. I run into business and personal travelers all the time that come into SBA, BUR, SJC, SMX, LAX and SFO due to pricing and schedule convenience then drive or take the train to SLO. As a case in point, our friends from TX (5 in total) are coming to visit us Thanksgiving week. The kids are flying into SBA with their grandmother and we are driving down to get them. The parents are flying into SFO and renting a car. All 5 are leaving out of SFO. They are flying Frontier with a Denver connection. That's \$2.5K of revenue right there.

Hopefully other business traveler like me are taking the time and making the points that I am. They are out there but we are busy people and it's not always easy to make the time to write a letter like this. I see this as an investment that will pay off if we get a direct flight to DEN. This will also help our community, help myself and family and help out my preferred airline earn more of my travel dollars.

All the best,

W. Shawn Howell
Co-Founder
Pro Market Advisors LLC

Agenda Item No: 24 • Meeting Date: November 5, 2013
Presented By: Board Secretary
Rec'd prior to the meeting & posted on: November 4, 2013

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Michael Manchak

From: Charles Richardson <charlie@richardsonproperties.com>
Sent: Wednesday, October 30, 2013 11:49 AM
To: Michael Manchak
Cc: Charles Richardson
Subject: re airport support letter

To Whom It May Concern,

We would like to thank the EVC for leading the charge to bring additional flights, which will provide access to multiple alternative destinations thru the addition of a Denver connection flight from the San Luis Obispo County Regional Airport. We totally support this campaign and fully agree that this activity is critical in growing our local economy and will provide local employers and our communities with another incentive to attract people to both visit and work here on the Central Coast.

Thanks You For All Your Hard Work.

Regards,

Charles Richardson
SENIOR PARTNER
License # 0041661



charlie@richardsonproperties.com

7
San Luis Obispo, CA 93401

www.richardsonproperties.com
www.christiesrealestate.com

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November 1, 2013

TO: BOARD OF SUPERVISORS

FROM: PASO ROBLES CHAMBER OF COMMERCE
Zoe J. Taylor, Interim President/CEO

SUBJECT: AIRPORT

The Paso Robles Chamber of Commerce joins with the Economic Vitality Corporation of San Luis Obispo County and businesses throughout the county in their effort to bring more flights to the San Luis Obispo Airport. As the economy rebounds and our businesses begin to expand and potential new businesses look at new opportunities in the county, having more flights is an important component to our economic growth.

More and more of our businesses, their employees and customers need to travel to and from the area. This is not only challenging but costly. Lack of flights, particularly eastbound, causes inconvenience for our business travelers by having to start very early in order to take existing flights north or south first in order to travel east.

Tourism is a major economic driver in Paso Robles and throughout the county. Frequency of flights and a sufficient number of destinations would only enhance and increase the number of visitors to our county and community.

Non-stop flights between Denver and San Luis Obispo, a key hub, would help the businesses of Paso Robles increase their market share in this very competitive market.

The Paso Robles Chamber of Commerce, representing a thousand plus businesses and thousands of employees, ask for your support in this critical economic endeavor.

Thank you,

Zoe J. Taylor
Interim President/CEO



October 28, 2013

To whom it may concern,

Morris & Garritano Insurance is grateful for the opportunity to help our local airport in attracting more flights and would like to extend our support. The importance of adding more flights cannot be overemphasized, as these additions will greatly benefit our community and positively impact our local business.

For 130 years, our agency has steadily increased its workforce, and now with over 80 employees, the need for flexible travel accommodations is more important than ever. With employees traveling for both business and personal reasons, we average about 10 flight segments a month through San Luis Obispo Airport. Cost and lack of available flights are both factors in determining our travel decisions. To avoid these inconveniences, we often choose to conduct training in house or drive to other airports. Our use of the local airport would significantly increase if more options were accessible.

With this letter of support, we would like to confirm that these additional flights would be utilized by our agency, our employees and their families. The additional air traffic at the San Luis Obispo Airport would better facilitate our travel needs. Our agency hopes for a more effortless travel experience, and looks forward to the growth of our local airport.

Please feel free to contact either of us for further information.

Sincerely,

A handwritten signature in black ink, appearing to read "Brendan Morris", written in a cursive style.

Brendan Morris, CEO

A handwritten signature in black ink, appearing to read "Kerry Morris", written in a cursive style.

Kerry Morris, COO

October 30, 2013

To whom it may concern:

MINDBODY strongly supports the effort to attract additional air service to our region. This endeavor will not only increase tourism to the San Luis Obispo area, but also serve as a convenience to business travelers. Although our region is one-of-a-kind, it is also remote and poses challenges to travelers.

As a rapidly growing global company, with clients in 90 countries and remote offices in NY, London and Sydney, we routinely have employees, clients, and partners traveling to/from our San Luis Obispo headquarters. Many choose to drive to LAX or SFO for more convenient connections. A direct to Denver would cause us to at least double our purchases of United tickets to major cities all over North America and Europe.

San Luis Obispo is thriving with business and is in demand of more flights to accommodate customers traveling from outside of the region. The community has repeatedly demonstrated a strong message for the need of more flights, and now is the time to do it as we exponentially grow. Non-stop flights between Denver and San Luis Obispo would help my organization and the local economy in many ways.

Sincerely,

Rick Stollmeyer
CEO, MINDBODY
United Plus Premier Silver Member

Michael Manchak

From: Mike Carroll <mcar4u@aol.com>
Sent: Sunday, October 27, 2013 8:58 AM
To: info
Subject: Denver Flights

To Whom It May Concern:

I live in San Luis Obispo and travel more than twice a month. I go to the east coast once a month and the lack of options flying out of SLO makes this very difficult. I have to take the early morning flight north or south first in order to travel east. Flying through San Francisco in the summer is risky due to fog delays and flight cancellations.

My business also takes me to the Midwest on a regular basis and a direct flight to Denver would be a great help to my business and future business development. It is difficult to fly to Denver or have someone fly here from the Rocky Mountain region. I spend over \$15,000 per year flying for business.

Sincerely,

Mike Carroll & Co.
P. O. Box 1207
San Luis Obispo, CA 93406

Greenwood Village, CO 80121

October 30, 2013

RE: SLO COUNTY REGIONAL AIRPORT

We own vacation rental property in both Colorado and San Luis Obispo and believe that our business would significantly increase if there were direct flights between Denver and San Luis Obispo county. As we travel back and forth, we have experienced many delays in the connections through San Francisco and Los Angeles. Additionally, the long travel day required based on those connections increase the likelihood of traveling to Santa Barbara to save time. When we or our clients do travel to Santa Barbara, that also increases the rental car and restaurant revenue for Santa Barbara and decreases revenue for San Luis Obispo.

There are many people that want to escape the long winter in Colorado and the Central Coast is becoming more widely known as a great alternative to larger west coast cities. Whatever can be done to simplify getting to SLO will increase tourism for the weather, wine and coastal lifestyle. Direct flights make it a feasible destination for a long weekend as well as longer vacations.

Thank you.

Maureen Clarry



October 29, 2013

Re: Letter in Support of More Flights at San Luis Obispo County Regional Airport

To Whom It May Concern:

San Luis Obispo County has spent years of research to demonstrate that a flight between Denver and San Luis Obispo is of the highest priority to local travelers and business travelers in Denver and San Luis Obispo County. This route will provide broad connectivity to virtually all of North America, and international flights which will benefit the leisure traveler, as well as the business traveler.

A daily flight in each direction, on a "business schedule" would provide the business community with enormous savings, an increased income to United, and to SLO County. Corporate contracts were collected in a very short time throughout SLO County. SLO County businesses are prepared to lock in discounts with corporate contracts due to the opportunity to reduce drive costs, increase business efficiencies, and the ability to complete business in a more timely manner.

Martin Resorts is confident a direct service from San Luis Obispo to Denver is good for local businesses and good for the community.

Sincerely,

Noreen Martin
CEO/President



Birmingham, AL • Mobile, AL
Scottsdale, AZ • Berkeley, CA
Marin County, CA • Menlo Park, CA
Monterey, CA • Newport Beach, CA
Palos Verdes, CA • Pasadena, CA
Sacramento, CA • San Diego, CA
San Francisco, CA • San Luis Obispo, CA
Santa Barbara, CA • Saratoga, CA
Walnut Creek, CA • Westlake Village, CA
Westwood, CA • Denver, CO
Danien, CT • Jacksonville, FL
Miami, FL • Tampa, FL
Weston, FL • Atlanta, GA
Johns Creek, GA • Maui, HI
Chicago, IL • Deerfield, IL
Indianapolis, IN • Boston, MA
South Shore, MA • Baltimore Area, MD
Birmingham, MI • Twin Cities, MN
Las Vegas, NV • Morristown, NJ
Bronxville, NY • Long Island, NY
New York, NY • Charlotte, NC
Philadelphia, PA • Memphis, TN
Austin, TX • Dallas, TX
Bellevue, WA • Washington, DC

London, United Kingdom
Sydney, Australia

October 30, 2013

To Whom It May Concern:

On behalf of Lindamood-Bell Learning Processes, I write this letter to support the request for more direct flights between San Luis Obispo County Regional Airport (SBP) and Denver International Airport (DEN). As a company, we average around \$3,000 per month (\$36,000 annually) in flights that either fly directly to Denver or use Denver as a connecting hub.

Due to SBP's current limitations on direct eastbound flights, much of our air travel requires us to use other airports. As we are located in a fairly remote county, using outside airports entails additional expenses and travel time that consequently affect the efficiency of our business and, ultimately, our ability to contribute to the prosperity of our local community. Additionally, by making the extra trip to and from outside airports, our employees often have to endure earlier starts and longer travel times for what might otherwise be a quick and easy business trip.

In summary, the implementation of more direct flights from SBP to DEN would not only save our company thousands of dollars each year—dollars that could otherwise go toward large- and small-scale community improvement initiatives—but it would also allow our employees to travel more comfortably and efficiently, which improves the efficiency of our business as well as the wellbeing of our employees.

Again, on behalf of Lindamood-Bell Learning Processes, we greatly appreciate this opportunity for our collective voice to be heard, and we look forward to making a large, positive impact on the growth and prosperity of our local community.

Thank you,

Ellen Lathrop
Chief Administrative Officer
Lindamood-Bell Learning Processes

Michael Manchak

From: JudyObermeier@aol.com
Sent: Saturday, October 26, 2013 6:14 PM
To: info
Subject: Flight from San Luis Obispo to Denver

To Whom It May Concern:

I would like to see a direct flight between San Luis Obispo and Denver for the following reasons:

I have family in Denver and would like to fly there directly.

I have businesses on the east coast and it would be easier to get there through Denver.

I fly through LAX or San Francisco airports whenever I travel east or to the South.

Friends who visit here usually fly into LAX, rent a car, and drive up.

I travel at least once a month for business or pleasure and spend about \$10,000 a year on airfare.

Sincerely,

Judy Obermeier

San Luis Obispo,CA 93401

October 29, 2013

Michael Manchak, President/CEO
Economic Vitality Corporation
of San Luis Obispo County

Dear Mike,

We applaud your efforts to improve and increase air service to San Luis Obispo County Airport.

IQMS corporate headquarters are based in Paso Robles, in north San Luis Obispo County. Our Midwest regional office is located in Rolling Meadows, Illinois. We have personnel traversing the country weekly for sales purposes and customer engagements, and we also host training classes at both the Paso Robles and Rolling Meadows facilities.

The San Luis Obispo airport currently offers a very limited number of destinations and departures. Our personnel - and customers - frequently use other airports to facilitate their extended connections. This means our employees and our customers are spending considerable time traveling to and from other airports. With our relatively remote central coast location (which is desirable in so many ways), the requisite connections for air travel to and from the Midwest and East coast take an entire travel day.

IQMS would benefit from the addition of non-stop service to Denver via United Airlines by helping our employees connect more efficiently to Chicago and other hubs in the Midwest and East coast. In addition, it would be attractive to our customers worldwide to have more options for arrival directly in to – and from - San Luis Obispo county.

In addition, many of our customers who come to our training classes choose to “stay and play” for an additional period of time while they are in the area. Ease and efficiency of air travel options will undoubtedly encourage more tourist dollars – initiated by a business interest - to stay in the area.

IQMS supports local efforts to expand air service for San Luis Obispo County Airport and encourages the business community and the County Board of Supervisors to take the necessary steps to promote this initiative.

Best regards,

A handwritten signature in black ink, reading 'Elizabeth Alflen'.

Elizabeth Alflen
Director of Administration & HR

Michael Manchak

From: Dave Christy <dchristy100@gmail.com>
Sent: Wednesday, October 30, 2013 4:36 PM
To: Michael Manchak
Subject: Support for proposed San Luis Obispo - Denver scheduled air service

To: San Luis Obispo Community,

Scheduled air service between San Luis Obispo and the United Airlines hub in Denver is a remarkable opportunity for SLO businesses, tourism, and enhancing the attractiveness of our community as an opportunity for outside investment. The result should be a healthier and more diversified economy. A healthier economy means a stronger tax base to support human services, our environment, and maintenance of our infrastructure. A diversified economy means a variety of jobs that are essential to attract dual career families. While this proposed air service is only one of many things that must happen to achieve economic prosperity, it's a key improvement.

A flight to Denver shortens the time to Midwest and East coast cities, as well as improved connections to Europe. This is great for SLO county residents, but even greater for visitors considering a trip to our coastal communities and world class wineries.

This kind of air service has been on the wish list of local businesses for many years. I am confident that the emerging support for these flights are a signal that this wish will soon come true.

Dave Christy
SLO homeowner, former Cal Poly Dean and Professor Emeritus Provost, Baruch College, City University of New York

Sent from my iPad. Dave Christy, Provost, Baruch College in the City University of New York

October 28, 2013

Michael Manchak, President/CEO
Economic Vitality Corporation of San Luis Obispo County
FAX: (805) 781-6193

Re: Request More Flights from San Luis Obispo

Dear Mr. Manchak:

On behalf of the city, I would like to express support for additional flights into San Luis Obispo County Regional Airport.

Pismo Beach is a classic beach town located on the central coast, half way between San Francisco and Los Angeles; accessible along Pacific Coast Highway 1 and the 101 Highway.

The travel industry supports the interests of Pismo Beach, contributing to its economic prosperity and travel ranks as the largest industry in Pismo Beach in terms of revenue generated. Building tourist visits to Pismo Beach builds the economy and accrues greater tax dollars through the tourist business.

San Luis Obispo County Airport, located eight miles north of Pismo Beach, is the nearest commercial airport that offers flights to and from Los Angeles CA, San Francisco CA, and Phoenix AZ. Tourist as well as residents of San Luis Obispo County relies on the San Luis Obispo County Airport for their travel needs.

I applaud your efforts to build support for additional flight travel into San Luis Obispo County Airport.

Sincerely,

James R. Lewis
City Manager

From: Ziyad Naccasha [mailto:znaccasha@carnaclaw.com]

Sent: Wednesday, October 30, 2013 12:12 PM

To: Michael Manchak

Subject: RE: Update on Airport Pledge Program and Request for Letters of Support

To Whom it May Concern:

The San Luis Obispo County Regional Airport serves a vital function in the business community. The expansion of airport services to Denver, Colorado, would enrich both cities, thereby encouraging growth in tourism and other industrial sectors. Currently, local companies must consider the cost effectiveness of booking flights out of the regional airport, or driving to either Los Angeles or San Francisco in order to seek access to domestic and international flights. Providing airline services at a small, regional airport such as San Luis Obispo to Denver Colorado, a major airport, would provide private and business travelers with a cost-effective alternative (and with significantly more options to travel both nationally and internationally).

The barriers to the direct flight from San Luis Obispo to Denver remain focused on the cost of the operation. While the costs may remain an issue before inception, it is imperative that airline services for business and community members expand, as San Luis Obispo County Regional Airport retains 43% of its passengers. The major business sectors (primarily technology, agricultural, and service) in the region would not only benefit, but most likely utilize the improved routes to Denver, CO. The projected number of one-stop flights from San Luis Obispo to Denver (over 85) would also increase the attractiveness of the city as a tourist destination for national travelers.

I strongly support the direct flight from San Luis Obispo County Regional Airport to Denver, Colorado and its promise for the future, and hereby pledge that individually, on behalf of my law firm and its clients, that we would use the service for our business and personal travel. Specifically, we pledge to support at least \$10,000 per year on travel if United Express opens the route from San Luis Obispo to Denver.

Sincerely,

Ziyad Naccasha



Ziyad I. Naccasha

www.carnaclaw.com

From: Craig Schmidt [mailto:craigschmidt@morrobay.org]
Sent: Monday, November 04, 2013 12:38 PM
To: Michael Manchak
Subject: RE: Update on Airport Pledge Program and Request for Letters of Support

To Whom It May Concern,

The Morro Bay Chamber of Commerce fully supports added flights between Denver and San Luis Obispo. With Morro Bay's reliance on tourism for its economic well-being, a link to Denver would be critical to the growth of our community. Currently, we have no direct eastbound flights, resulting in approximately 50% of our air travelers using other city's airports. It would be nice to keep that business here, but also make it more convenient to visit the beautiful Central Coast. Please do all in your power to help make this a reality.

Best regards,
Craig



Craig Schmidt, CEO
Morro Bay Chamber of Commerce
and Business Center

Morro Bay, Ca 93442
craigschmidt@morrobay.org

Growing Businesses, Building Community